

Message Text

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PAGE 01 CARACA 12467 202301Z

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SUBJ: MAJOR PROJECT: FUNDACOMUM COMMUNITY DEVELOPMENT CENTERS

REF: CARACAS 12080

1. MEETING WITH MINISTER PADILLA HELD LAST WEEK.
AMBASSADOR PRESENTED MATERIALS FROM TEN COMPANIES. MINISTER
REVIEWED EACH SET QUITE CAREFULLY. LIST FOLLOWS:

- (A) BUTLER MANUFACTURING COMPANY
- B) ARMCO
- C) DAY AND ZIMMERMAN
- D) WALK JONES AND FRANCIS MAH
- E) SKIDMORE OWINGS AND MERRILL
- F) PANELFAB
- G) MATERIALS SYSTEM CORPORATION

H) US. STRUCTURE INT'L

I) IRWIN G. CANTOR, 919 THIRD AVE., NEW YORK 10022, TEL. 212-
486-9450. CONTACT: MR. CANTOR

J) ATCO INTERNATIONAL, 1201 DAIRY ASHFORD RD., HOUSTON, TEXAS
77079, TEL. 713-493-0200. CONTACT: MR. BEYER.

2. MINISTER PADILLA EXPRESSED INTEREST IN WALK-JONES' GENERAL
APPROACH BUT NOT THEIR SOLUTION (CAST CONCRETE MODULES). THE
GENERAL ELECTRIC UNITS SHOWN IN SKIDMORE OWINGS & MERRILL
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PAGE 02 CARACA 12467 202301Z

CATALOG WOULD BE OPTIMUM FOR SLUM CLEARANCE PROJECTS, ACCORD-

ING TO THE MINISTER. HE ALSO WAS INTERESTED IN PANELFAB AND ATCO. AFTER HIS STAFF HAS HAD A CHANCE TO STUDY FURTHER HE WOULD LIKE TO SEND TECHNICIANS TO US AND/OR GO HIMSELF TO VISIT HEAD OFFICES AND PROJECT SITES.

3. MARKET SIZE: MINISTER PADILLA STILL FAIRLY VAGUE REGARDING FUNDACOMUN'S BUYING POWER BUT STATED THAT HE IS THINKING OF INSTALLING 70 TO 80 PRE-ENGINEERED AND PRE-OUTFITTED COMMUNITY CENTERS PER YEAR. THE TYPICAL CENTER WOULD SERVE 10 TO 20 THOUSAND INHABITANTS. EACH WOULD INCLUDE MUNICIPAL OFFICES, HEALTH FACILITY, YOUTH ACTIVITIES AREA, PRODUCE MARKET, POLICE, TELEPHONE, AND TELEGRAPH OFFICES, AND SO ON. ACCORDING TO A SOURCE IN FUNDACOMUN, ATLANTIC CORPORATION HAD A CONTRACT TO SUPPLY TEN MODULES ON A TEST BASIS BUT FUNDACOMUN WAS NOT SATISFIED WITH THE SOLUTION. REGARDING IMPORT DUTY QUESTION BY BUTLER, SALES TO GOVERNMENT AGENCY SUCH AS FUNDACOMUN WOULD BE DUTY-FREE. SALES TO NON-GOVERNMENTAL AGENCIES WOULD FACE HIGH DUTIES AND SEVERAL LOCAL MANUFACTURERS OF RUDIMENTARY PRE-FAB STRUCTURES HAVE SUCCESSFULLY SOUGHT ENFORCEMENT OF APPLICATION OF THIS DUTY IN CASE OF LARGE SALE FOR CONSTRUCTION CAMP AT VAIRIOUS PROJECTS BEING EXECUTED FOR CORPORACION VENEZOLANA DE GUAYANA.

4. FURTHER PROMOTION. EMBASSY WILL MAINTAIN CONTACT WITH FUNDACOMUN AND WILL PASS LEADS AS THEY DEVELOP. HOWEVER, THE MARKET FOR PRE-ENGINEERED STRUCTURES IN VENEZUELA IS VAST AND SEEMS RIPE FOR HARVESTING. EMBASSY RECENTLY HAS HAD SEVERAL VISITS COMPANIES SUCH AS ATCO WHICH ACTIVELY PURSUING SALE OF CONSTRUCTION CAMPS FOR VARIOUS PROJECTS IN GUAYANA. GIVEN THE CURRENT SHORTAGES OF CEMENT AS WELL AS BUILDING MATERIALS GENERALLY, AND SHORTAGES OF CONSTRUCTION WORKERS, EMBASSY WOULD LIKE TO PURSUE PRE-ENGINEERED STRUCTURE CONCEPT FURTHER. TO THIS END, ALL PARTICIPANTS THIS EXERCISE REQUESTED SEND ADDITIONAL SETS OF MATERIALS FOR PLACEMENT IN COMMERCIAL TASK FORCE LIBRARY AND PRESENTATION TO INTERESTED CONSULTANTS/ CONTRACTORS/GOVERNMENT AGENCIES. A VISIT TO VENEZUELA BY WALK JONES, SKIDMORE OWINGS, DAY AND ZIMMERMAN TO DISCUSS DESIGN POSSIBILITIES AND LICENSING OF LOCAL PRODUCTION WOULD BE PRODUCTIVE, WE BELIEVE. AS NOTED ABOVE, OF FINISHED PRE-FAB STRUCTURES HINDERED BY IMPORT DUTIES WHICH APPARENT REASON UNCLASSIFIED

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PAGE 03 CARACA 12467 202301Z

FOR HESITATION ON PART ARMCO SUBSIDIARY. IF LOCAL PRODUCERS UNABLE MEET DEMAND, HOWEVER, GOOD PROSPECTS FOR DUTY RELIEF EXIST.
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